

A decorative graphic consisting of a yellow square and a purple square, both with a horizontal gradient, and a black crosshair.

# University of Northern Iowa

---

## **Grow Iowa Values Fund Progress Report**

### **January 26, 2006**

**Economic Development Appropriations Subcommittee**

**Randy Pilkington, Executive Director**  
**Business and Community Services**



## UNI Grow Iowa Values Fund

**Section 262B.3 of the Grow Iowa Values Fund legislation: “provide expertise to expand and stimulate economic growth across the state.”**

### Five UNI Projects

- Technology Transfer and Business Incubation
- Rural Entrepreneurship
- Market Research
- Regional Development
- National Ag-Based Industrial Lubricants Center



# UNI Grow Iowa Values Fund Project 1

## Technology Transfer and Business Incubation

- Intellectual Property Office was reorganized
- Hired full-time Intellectual Property Officer/Technology Transfer Officer
  - Works with faculty/staff – research interest
  - Seeks applied research possibilities in research grant applications underway
- Promoted campus-wide tech transfer education
- Initiated competitive applied faculty research grants



# UNI Grow Iowa Values Fund Project 1

## Technology Transfer and Business Incubation

### Intellectual Property Progress

- Received 7 new intellectual property disclosures, pursuing 5
- Worked with external business partners and co-development of 3 new products or product groups
- Opened licensure discussions with 3 companies
- Initiated planning assistance with 2 potential start-up companies
- Assisted and located 3 new student businesses in the temporary student business incubator space



# UNI

## Grow Iowa Values Fund Project 2

### Rural Entrepreneurship

#### Northeast Iowa Initiative - MyEntreNet

- 23 events were hosted both online and onsite between July and December 2005 - 3 counties
- 63 community leaders and 165 entrepreneurs were served with 2,958 hours of technical assistance and training
- More than 300 NE Iowa entrepreneurs have registered at [www.myentre.net](http://www.myentre.net)
- 40 requests for online coaching were received and responded to by MyEntreNet Navigators



# UNI Grow Iowa Values Fund Project 2

## Rural Entrepreneurship

### Statewide Rollout - MyEntreNet

- Statewide RFP to select new regions was announced
- A total of 9 applications were received from all areas of the state
  - Reviewed by reps from the John Pappajohn Entrepreneurial Center, Small Business Development Center system, IDED, ISU Extension and the UNI Regional Business Center
- Carroll County in western Iowa
- Poweshiek County in central Iowa



# UNI Grow Iowa Values Fund Project 2

## Rural Entrepreneurship

- Typical County MyEntreNet Project
  - 100 entrepreneurs and small businesses join
  - 20 form or expand businesses in year 1
  - 3.5 FTE jobs created per venture



# UNI Grow Iowa Values Fund Project 3

## Market Research

**Market research projects for start-up businesses, existing businesses and tourism/quality-of-life ventures**

- Expand and stimulate economic growth across Iowa
- Provide quality market intelligence to significantly increase the opportunity for success





# UNI Grow Iowa Values Fund Project 3

## Market Research

### Area 1: Market Research Projects

- SMS has conducted four market research projects with Iowa companies
  - Two projects were advanced manufacturing
  - Two projects were related to bioeconomy



# UNI Grow Iowa Values Fund Project 3

## **Market Research**

### **Area 2: Market Research Plans and Assessments**

- Five projects completed
  - Bioscience (2)
  - Advanced Manufacturing
  - Information Technology

### **Area 3: Assistance to UNI Tech Transfer Projects**

- Six Phase I market research projects completed, 3 in progress

# **UNI Grow Iowa Values Fund Project 4**

## **Helping Regions Succeed**

- Five Regions receiving assistance
  - Southwest Iowa Region
  - Northeast Iowa Region
  - Western Iowa Advantage Region
  - North Central Iowa Region
  - River Hills Initiative (Southern Iowa)

# **UNI**

## **Grow Iowa Values Fund**

### **Project 4**

#### **Southwest Iowa Region**

- Teambuilding
- Developing collaboration & building trust
- Marketing overview/plan

#### **Northeast Iowa Region**

- Updating regional cluster study
  - Conducted an inventory of employers
  - Outlined competitive advantages
  - Started targeted industry assessment

# **UNI**

## **Grow Iowa Values Fund**

### **Project 4**

#### **Western Iowa Advantage**

- Began update of regional cluster study
  - Conducted an inventory of employers
  - Outlined competitive advantages
  - Started targeted industry assessment

#### **North Central Iowa Region**

- Provided specific research and practical analysis
  - Focus on implementing results of the cluster study of the region
- Began updating the cluster study
  - Provide targeting information



# UNI Grow Iowa Values Fund Project 4

## River Hills Initiative – (Southern Iowa)

- Finalized the regional economic development marketing plan
- Provided consulting and advising on economic development projects



# UNI Grow Iowa Values Fund Project 5

## National Ag-based Lubricants (NABL) Center

- Strategic transition into a *National Center*
  - Providing credible testing services
  - Providing research support for the nation's growing bioproducts industry
  - Establishing product standards

# **UNI Grow Iowa Values Fund Project 5**

## **National Ag-based Lubricants (NABL) Center**

- Area 1: Expanding the NABL Center's technical capability
  - Laboratory and testing equipment
- Area 2: Developing NABL Center scientific staff resources
  - Extensive staff training on specialized equipment
- Area 3: Developing standard policies and procedures to facilitate development of the nation's biobased lubricant industry
  - Develop standard operating procedures